ambiom

Corporate Deck 2026

ambiom – more than an advice



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Life science boutique advisory

ambiom s.r.o. (LLC) incorporated in Bratislava, Slovakia in November 2021. Focus on commercial services in life sciences:

- Business development
- Market access
- Technology transfer

Services

Service line	Services
Business development services	Go-to-market and commercialization strategy Product & service strategy In- and Out-Licensing (incl. Valuation)
Market access services	Value dossier development Regulatory affairs Communication with authorities
Technology transfer services	Funding landscape advisory Advisory in spin-off processes Commercial technology assessment (FTO, patent landscape…)

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Data-driven approach

We have built internal, and integrated external comprehensive scientific and commercial databases that help us with guiding our recommendations and in turn, your decisions.

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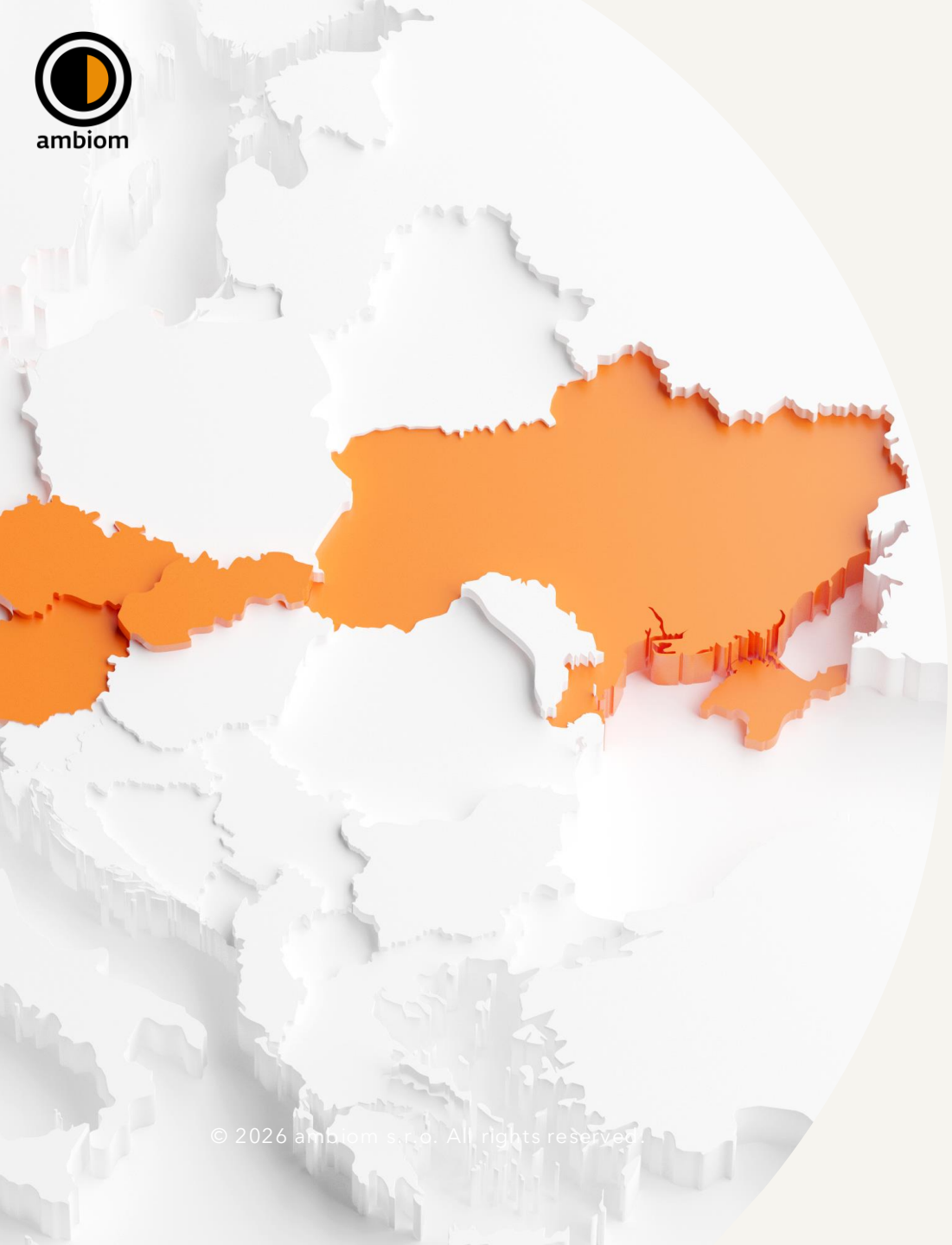

Everything on 1 invoice

Whenever possible, for fixed-term projects and campaigns, we will budget for and bill you only 1 invoice.

No hidden fees.

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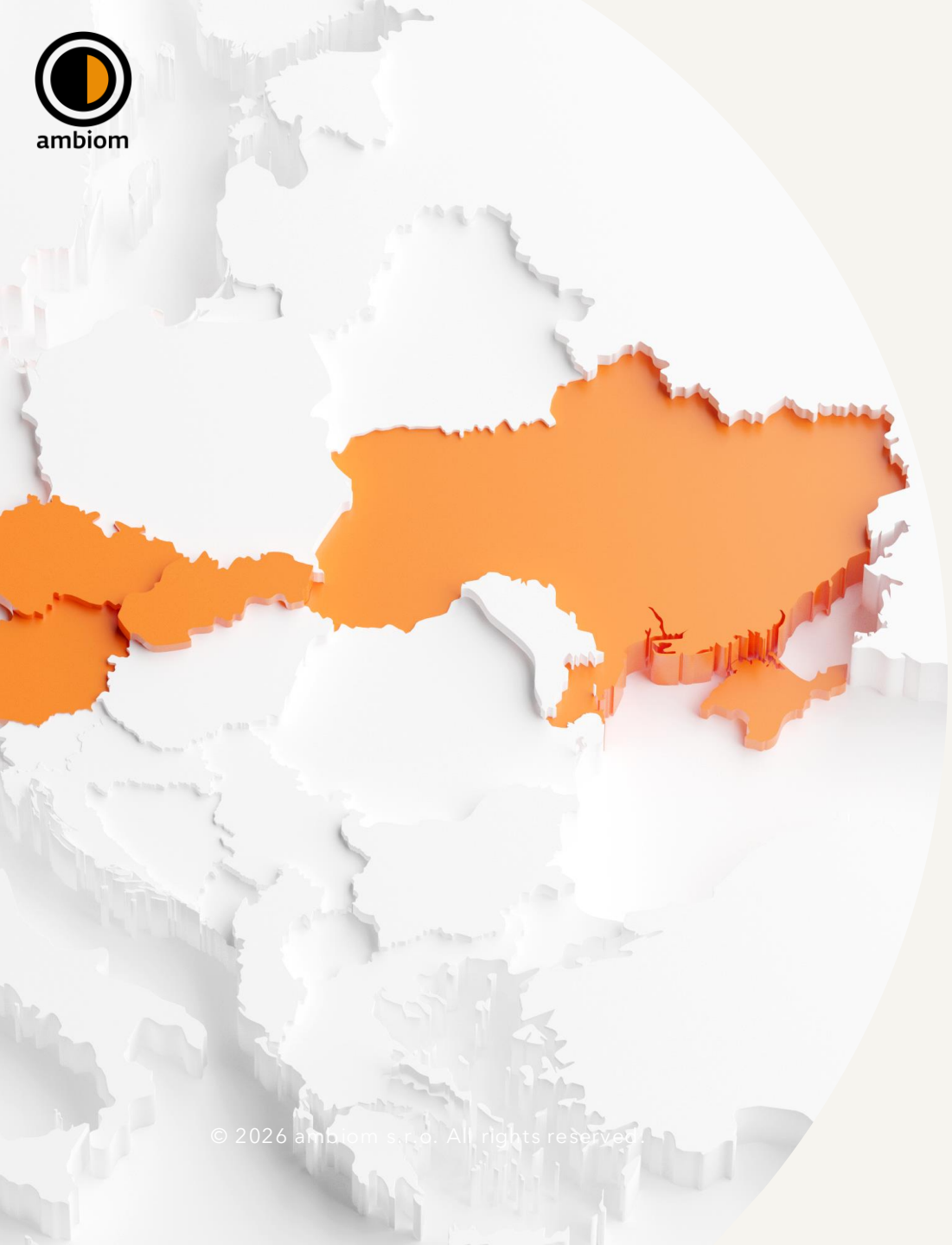

Geographical and cultural expertise

We have an overview of European, US and global trends as well as specific policy experience with DACH and CEE.

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Technology expertise

With a deep technology expertise in pharma, medtech, diagnostics as well as non-regulated products we can rapidly and efficiently deep-dive in various industry verticals.

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Specific expertise

Specialties:
- Oncology (e.g. breast cancer, CML, immunooncology)
- Neurology & Psychiatry (e.g. Parkinson's, Alzheimer's, TRD)
- Molecular Diagnostics (e.g. biomarker and assay development, CDx, coagulation diagnostics)

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People

As a small operation of cca 2,5 internal FTEs, our engagement teams are built in a matrix organization with experienced people within ambiom and the respective experienced subcontractors. All of our project staff has practical experience from policy, operational commercial roles in life sciences or academia.



Subcontractors

Karolinska Institutet · University of Amsterdam · Lonza · Johnson & Johnson · University of Bath · CC · AIT Austrian Institute of Technology – Tomorrow Today

Without exception, our subcontractors have both academic and commercial background in life sciences with direct link to one of our service lines. The group includes PhDs in Neurobiology, Medical Doctors, Pharmacists; mid-career professionals as well as industry veterans from Europe and beyond.

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Some of our current and former clients

Arcondis

ShareMed swiss

rychlotest-covid

NANOVOXEL simplify miniaturization

NeuroSoV

ELOQUANT

eit European Institute of Innovation & Technology

Funded by the European Union

EIT HEI Initiative

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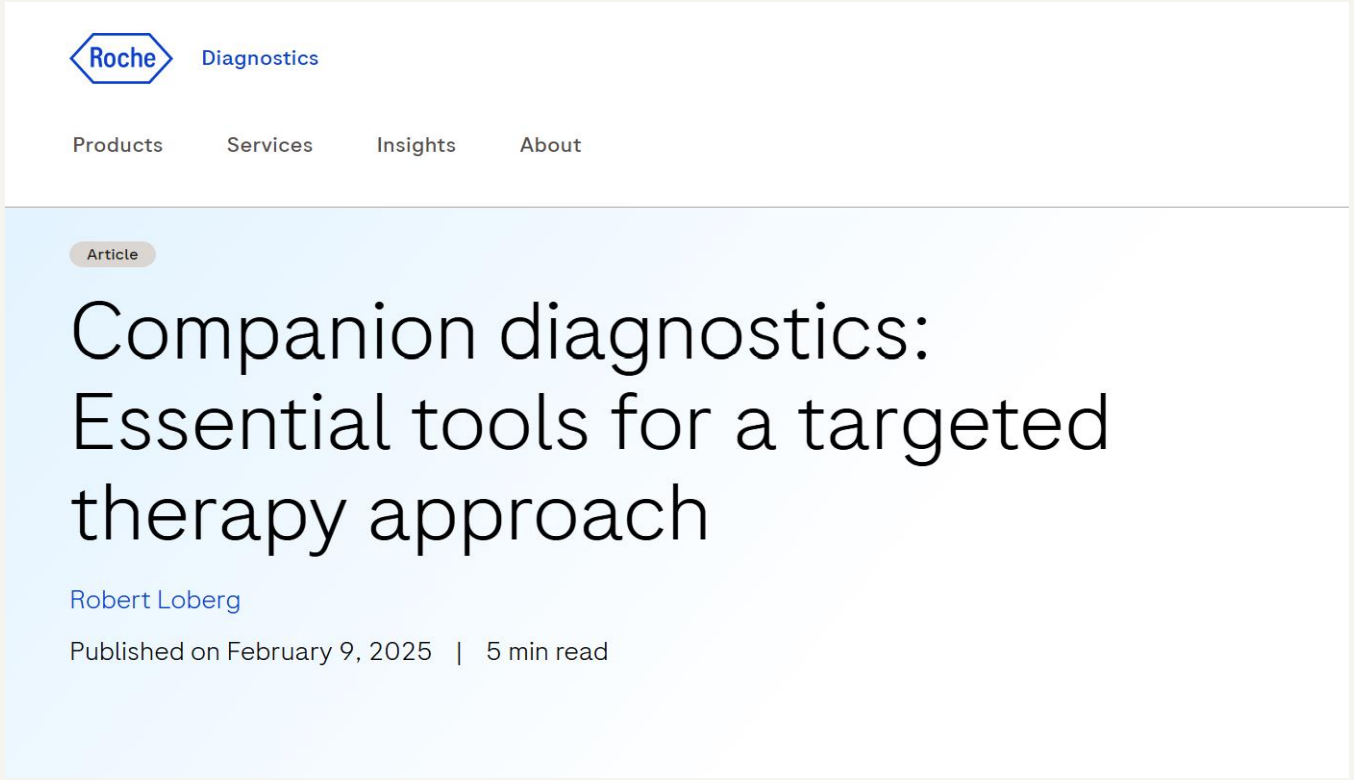
Industry Recognition & Citations



- ambiom's companion diagnostics expertise cited by **Roche Diagnostics**
- ambiom's healthcare financing insights referenced by **PAISC**
- ambiom's diagnostics investment frameworks featured by **Pereira Leal**
- ambiom's insights on digital healthcare featured by **AB Analitica**
- ambiom's research on NGS-based circulating tumor DNA testing and market access challenges presented at **ISPOR Europe 2024**
- ambiom's insights on reimbursement strategy for life sciences founders shared by **Larry Samilow, Verve Group Consulting**



Case study 1: Interim CPO and portfolio management for COVID-19 testing provider

- **SITUATION:** Client wanted to expand COVID-19 testing portfolio with a rtPCR express solution with TOT under 1 hour as well as non-COVID tests.
- **TASK:** Research, recommend solution, help with the marketing and implementation of the solution.
- **ACTION:** Researched and recommended different solutions. Through our network we contacted the local distributor of the superior solution. Negotiated terms & conditions (including overall discount from the list price on consumables) and additional benefits.
- **RESULT:** Solution integrated in the client's portfolio, due to high demand, daily testing slots increased within 2 weeks from 8 to 14 = €46,000 in monthly revenue.

"Thank you for everything you did for us." – CEO

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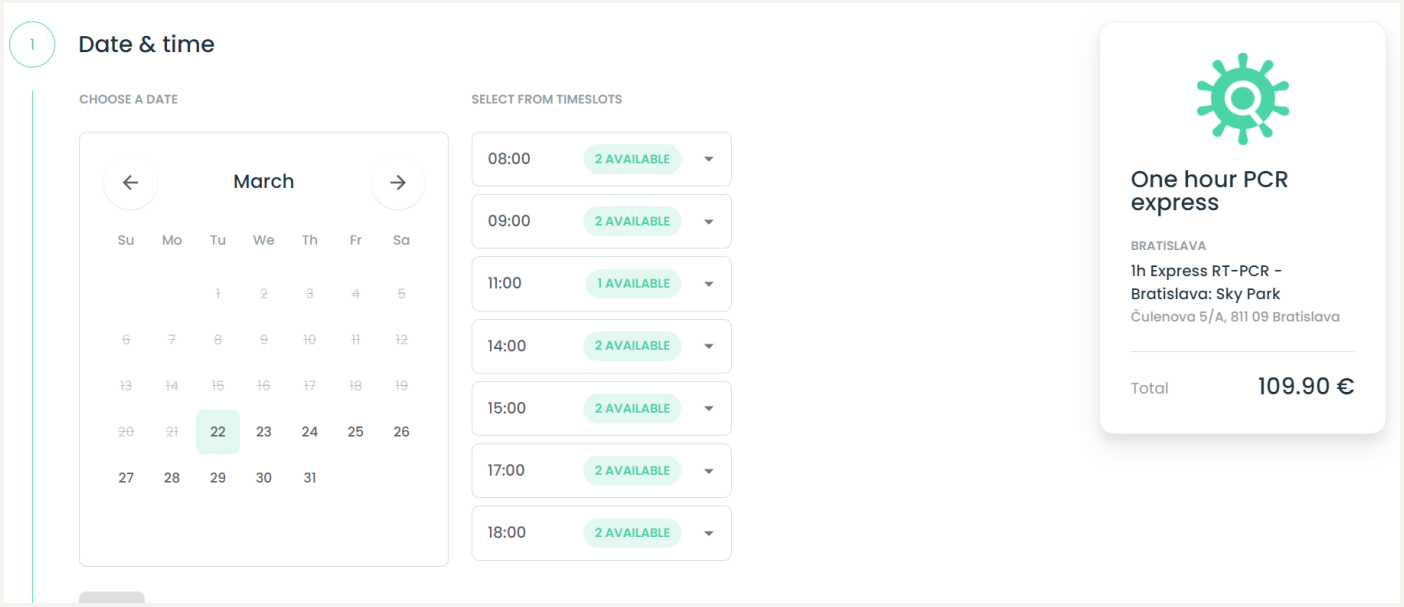

(€109.90 x 14 slots) x 30 days = €46.000+/month in revenue

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Case study 2: rNPV valuation for a preclinical stage biotech

- **SITUATION:** We were approached by a preclinical stage biotech working towards IND with a need to value their molecule for fundraising purposes.
- **TASK:** Develop comprehensive and defendable rNPV valuation for a preclinical asset in neurology therapeutic area.
- **ACTION:** Developed a comprehensive rNPV valuation with granular and defendable data.
- **RESULT:** The valuation is used in all further commercial development and fundraising of the company.

„For NeuroSoV the molecule evaluation service provided by Ambiom is a key instrument that we use to scale our roadmap. Furthermore, we count with Ambiom on a regular basis as they assist us in every step of our early staged company." - CEO



Case study 3: Business development campaign for an academic spin-off

- **SITUATION:** Applied research institute spin-off with research-use only product (capital investment grade) engaged us as a hands-on business development advisor.
- **TASK:** Identify and qualify key accounts in the biological research segment in the region of AT, CZ and SK.
- **ACTION:** Engaged key potential accounts in the region and developed first relationships, including demos and sample shipments.
- **RESULT:** Market traction successfully established in Central Europe.

„You really are choix pertinént.“ – company CSO and research group leader

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Case study 4: Feasibility study for a microfluidic manufacturer

- **SITUATION:** Tasked by a microfluidic manufacturer from Austria to develop a feasibility study for the diagnostic market.
- **TASK:** Develop a preliminary feasiblity analysis for the microfluidic including technical and physical limitations and pilot customer research.
- **ACTION:** Developed a comprehensive feasibility analysis including lists of potential pilot customers.
- **RESULT:** Customer was able to make an informed decision on whether to pursue the market and use the output in a grant application.

"We reached out to Ambiom to leverage their expertise in the lab-on-a-chip and point-of-care markets. Their support provided us with valuable insights and helped us define the next steps for our business development in this field." - CEO

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Case study 5: Involvement in an EU project "IMPACTWHEEL"

- **SITUATION:** Offered to join an EIT Higher Education Initiative project by a client.
- **TASK:** Develop a communication strategy for the project, lead the initiatives and contribute with practical experience.
- **ACTION:** Played in a role in building the team within the consortium, lead development and execution of Work Package related to communication.
- **RESULT:** Ongoing, project successfully passed the Phase 1 review. After Phase 1, the project is exceeding expectations, with 108 academic staff, 110 non-academic staff, and 554 students trained and mentored, 13 start-ups supported, and 8 new partnerships and support structures established.

Project website

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Case study 6: Market access strategy for oncology biosimilars in CEE

- **SITUATION**: A client approached ambiom regarding consultation on market access of a group of oncology-focused biosimilars in a country in CEE.
- **TASK**: To structure relevant strategic insights on the healthcare and pharmaceutical market of the selected geographies, with a focus on market access considerations for biosimilars.
- **ACTION**: ambiom facilitated and successfully completed an expert consultation, providing relevant professional insights, highlighting the highest risk areas for the client.
- **RESULT**: Successful completion of the consultation, supporting the client's biosimilars market access efforts in CEE.

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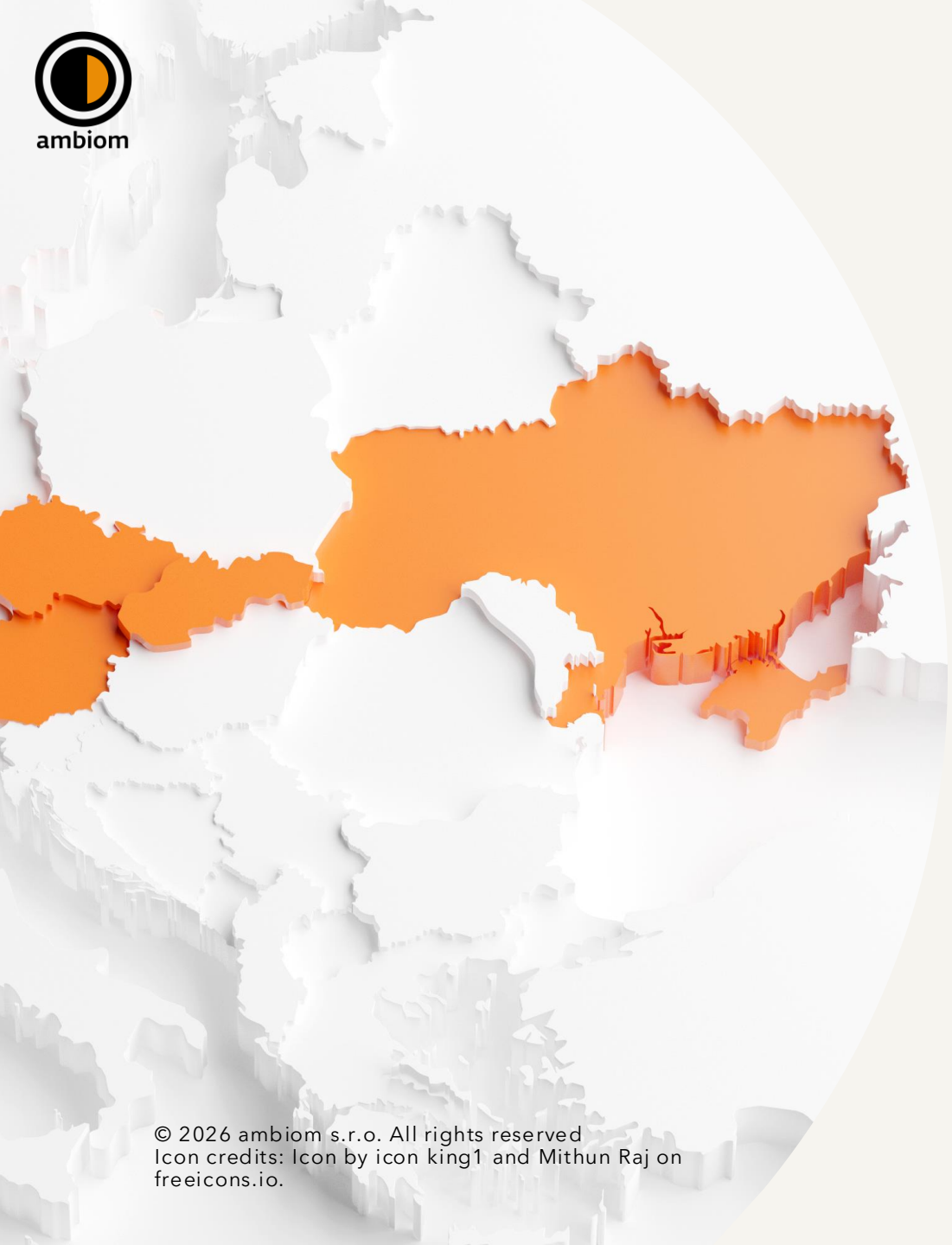

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